

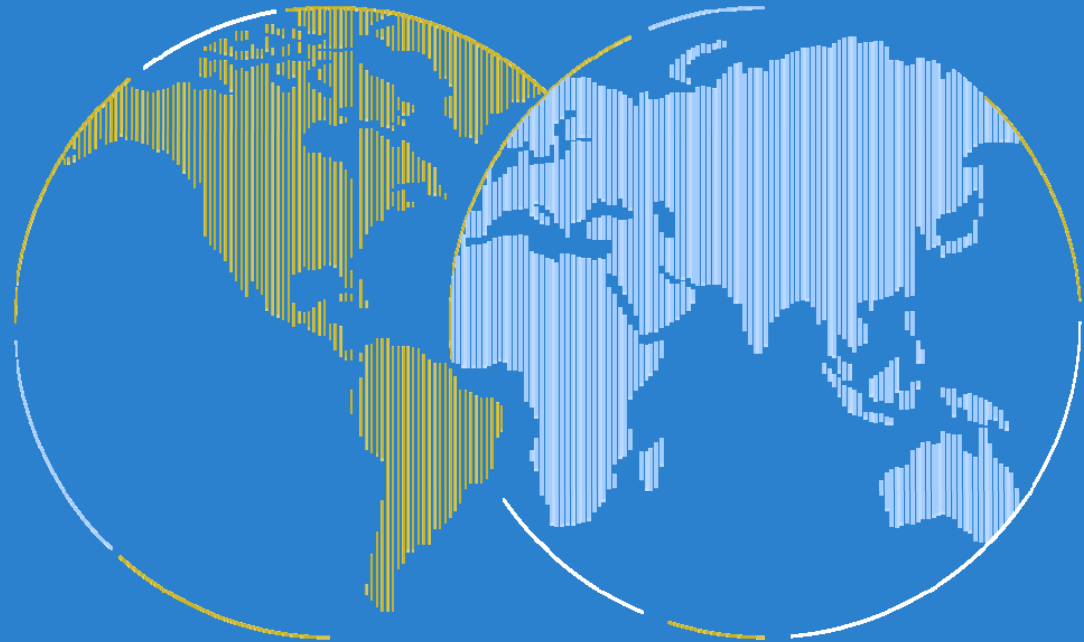
TRINITY LIMITED

Stock Code: 891

# ANNUAL RESULTS 2012



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GLOBAL BRANDS.  
GLOBAL NETWORKS.

13 March 2013

# financial performance.

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# mild revenue growth in a challenging environment.

HK\$ million	2012	2011	Variance
Revenue	2,801	2,607	7.4% <sup>N1</sup>
Gross Profit <i>Gross margin</i>	2,186 78.1%	2,104 80.7%	3.9% -2.6 pp
Operating Profit <i>Operating margin</i>	583 <sup>N2</sup> 20.8%	614 23.5%	(5.0%) -2.7 pp
Profit Attributable to Shareholders <i>Net margin</i>	540 <sup>N3</sup> 19.3%	513 19.7%	5.2% -0.4 pp

N1: growth of 1.7% in Greater China

N2: exceptional gain \$35M from disposal of investment in Ferragamo JVs

N3: \$20M tax benefit related to JV WHT and accumulated share option costs



## incremental growth except Taiwan.

Retail Sales Growth	2012
Chinese Mainland	1.9%
Hong Kong & Macau	2.3%
Taiwan	-4.5%
Overall	1.5%



## slowdown in same-store sales in second half.

Same-store Sales Growth	2012	2H 2012	1H 2012
Chinese Mainland	-1.6%	-8.3%	5.9%
Hong Kong & Macau	6.6%	1.2%	13.6%
<b>Chinese Mainland + Hong Kong &amp; Macau</b>	<b>1.7%</b>	<b>-4.4%</b>	<b>8.5%</b>
Taiwan	-11.9%	-11.1%	-12.7%
Overall	0.5%	-5.0%	6.5%

## continuous increase in A&P investments with stable Admin. exp.

HK\$ million	2012	2011
Advertising & Promotion expenses <i>as % of revenue</i>	161 5.8%	139 5.3%
Other Selling and marketing expenses <i>as % of revenue</i>	1,099 39.2%	955 36.6%
Administrative expenses <i>as % of revenue</i>	465 16.6%	461 17.7%

## net cash position/stable inventory days.

HK\$ million	2012	2011
Free Cash Flow from Operations	\$229	\$366
Capital Expenditures	(\$112)	(\$88)
Acquisition of Cerruti Group <sup>N1</sup>	-	(\$390)
Acquisition of Gieves & Hawkes UK <sup>N2</sup>	(\$366)	-
Net Proceeds from disposal of JCE interest	\$190	-
Net Proceeds from issuance of new shares	\$34	\$774
Cash and Bank Balances	\$999	\$790
Bank Borrowings	\$870	\$380
Inventory Days <sup>N3</sup>	378	372

N1 : balance of purchase consideration

N2 : initial purchase consideration

N3 : Inventory Days for 1H2012 was 407 days



## **payout ratio of 76% maintained.**

<b>paid interim dividend</b>	<b>:</b>	<b>8.0 HK cents per share</b>
<b>proposed final dividend</b>	<b>:</b>	<b>14.0 HK cents per share</b>
<b>proposed special final dividend</b>	<b>:</b>	<b>2.0 HK cents per share</b>
<b>2012 full year dividend</b>	<b>:</b>	<b>24.0 HK cents per share</b>
<b>2011 full year dividend</b>	<b>:</b>	<b>23.0 HK cents per share</b>



**global  
brands.**

**global  
networks.**

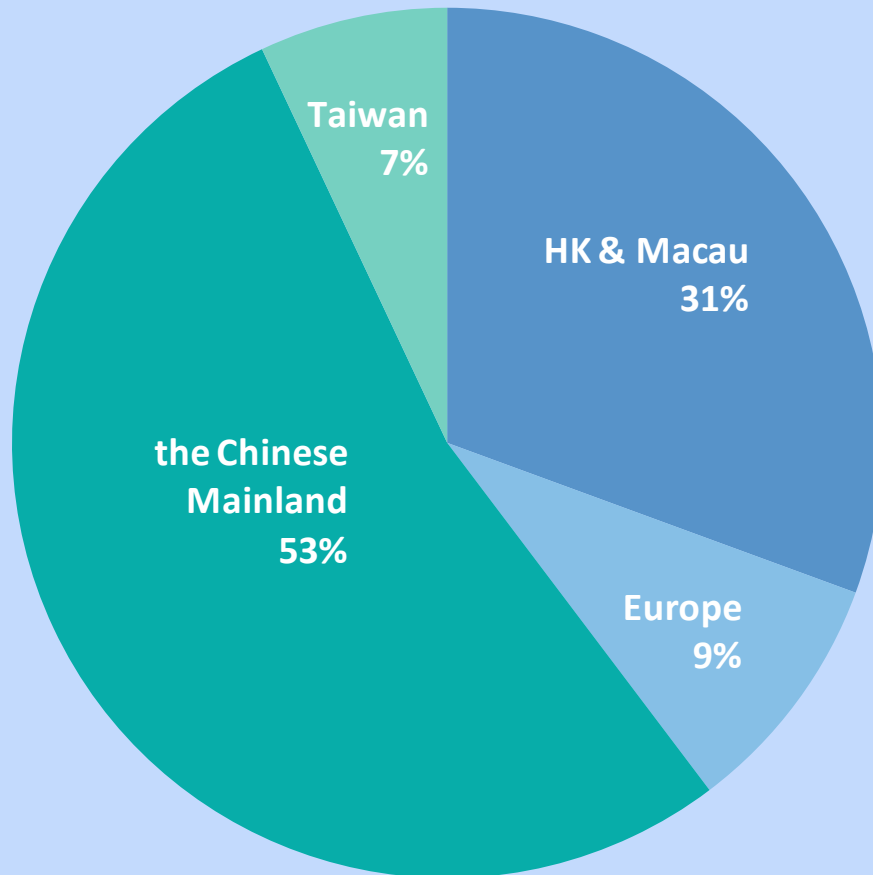
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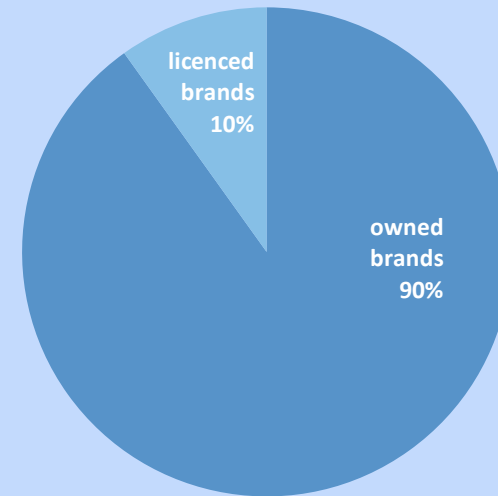


# global brands owner with China focus.

2012 Revenue by region



After acquiring G&H UK in May 2012



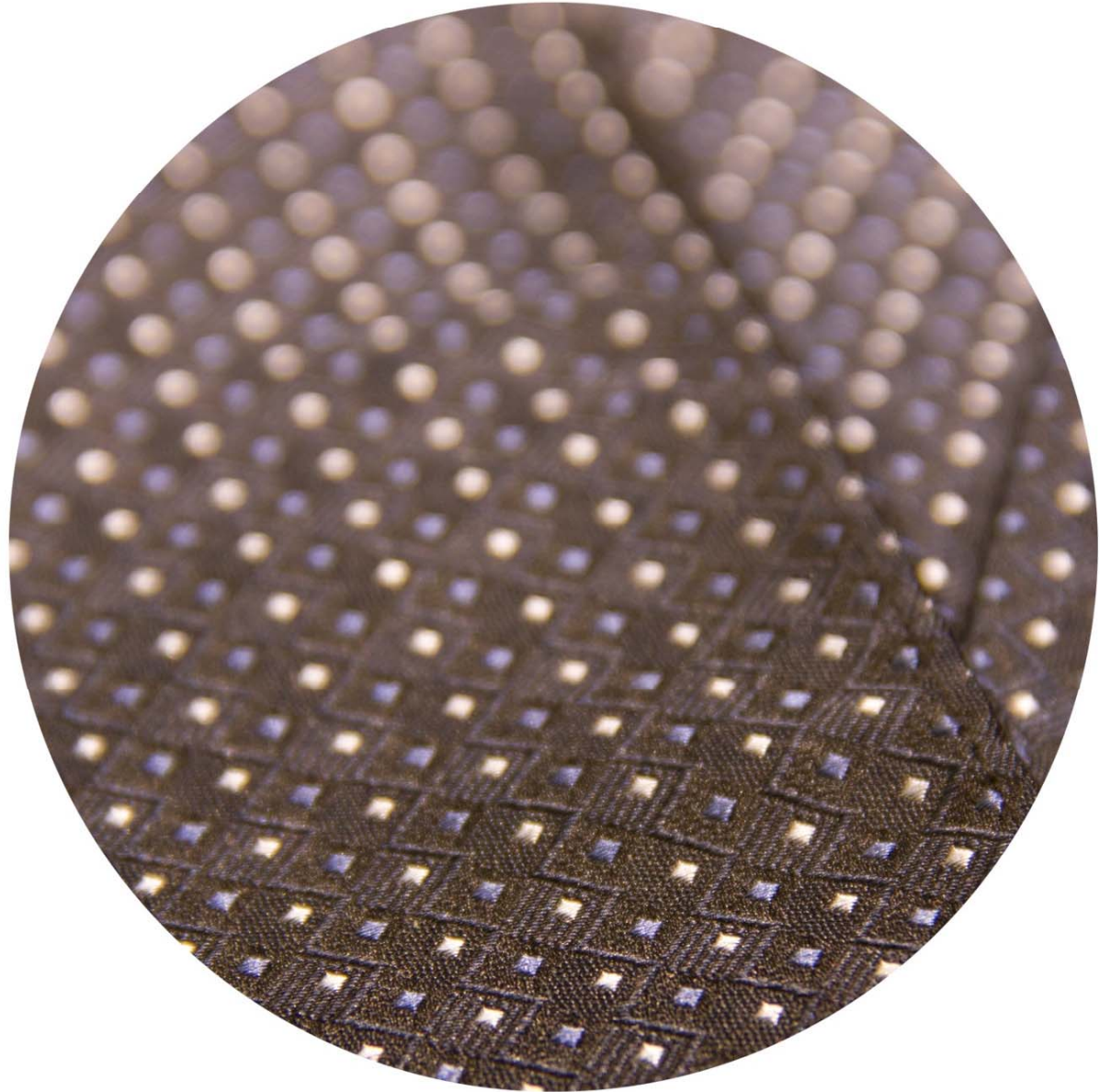
## 12 net new stores in China.

	2011 31 Dec	2012 Add	2012 Close	2012 31 Dec	Footage sq.m.	Footage vs 2011 31 Dec
Chinese Mainland	374	78	(66)	386	48,606	+11.0%
Hong Kong & Macau	41	8	(7)	42	3,444	+3.8%
Taiwan	43	1	(2)	42	3,058	-4.0%
<b>Greater China</b>	<b>458</b>	<b>87</b>	<b>(75)</b>	<b>470</b>	<b>55,108</b>	<b>+9.6%</b>
United Kingdom & Ireland	1	14	0	15	2,338	N.A.
France	1	0	0	1	614	N.A.
<b>Group total</b>	<b>460</b>	<b>101</b>	<b>(75)</b>	<b>486</b>	<b>58,060</b>	<b>+13.8%</b>

**strong  
brand  
building.**

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## Kent & Curwen launches in US and expands in London this autumn.

- flagship shop and department stores launch in US
- no. 2 Savile Row shop in London
- target to generate significant licensing income in 2015

# “the return of Cerruti 1881”



- jan 18, 2013.
- paris men's fashion week



\* only menswear brand featured on cover of Le Figaro

## new management in Gieves & Hawkes.



jason basmajian, new creative director, jan 2013.

## 2013 outlook.

- world-class brand management team in place to lead global development
- same-store growth in first half may be soft
- similar increase in net new shops in China as 2012
- licensing and franchising opportunities will be pursued





thank you.